

Message Text

UNCLASSIFIED

PAGE 01 JIDDA 00242 120700Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----125913 120702Z /15
R 120451Z JAN 78
FM AMEMBASSY JIDDA
TO USDOC WASHDC
INFO SECSTATE WASHDC 691

UNCLAS JIDDA 0242

E.O. 11652: N/A
TAGS: BBSR, BDIS, SA
SUBJ: SAUDI FIRM'S AGENCY REPRESENTATION FOR U.S. FIRM JEOPARDIZED.

1. SAWARY TRADING & CONTRACTING CO., P.O. BOX 3420, JIDDA,
HAS CONTACTED EMBASSY REGARDING SERIOUS PROBLEM OF U.S.
COMPANY'S FAILURE TO SUPPLY BADLY NEEDED SPARE PARTS FOR
GENERATOR SETS. THE U.S. FIRM IS ONAN CORP., OF MINNEAPOLIS,
MINNESOTA. (TEL: (612) 574-5000)

2. LOCAL FIRM'S MANAGER, FUAD LAHHAM STATES THAT ORDERS
FOR PARTS WERE PLACED IN AUGUST, 1977. HE EMPHASIZED THAT
IN SAUDI CLIMATIC CONDITIONS MAINTENANCE IS MOST IMPORTANT
FACTOR IN SALES SUCCESS. FIRM'S INABILITY TO SERVICE
ADEQUATELY THE APPROXIMATELY \$10 MILLION WORTH OF GENERATOR
SETS SOLD IN PAST TWO YEARS SERIOUSLY WILL AFFECT SALES AS
COMPETITION FROM EUROPE AND JAPAN IN THIS MARKET BECOMING
FIERCE.

3. AGENCY WAS ACQUIRED THROUGH EMBASSY/COMMERCE VIP
PROGRAM LATE 1975. PLEASE NUDGE ONAN TO TRY TO BE
MORE RESPONSIVE TO SAUDI FIRM WHICH IS ON VERGE OF
GIVING UP AGENCY AND TAKING NON U.S. LINE.

4. FIRM HAS DISTRIBUTORS THROUGHOUT KINGDOM AND FORESEES
HUGE SALES IF SPARE PART SERVICING IS ADEQUATE. RECORD
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 JIDDA 00242 120700Z

OF ONAN IN THIS RESPECT IS POOR. IN ADDITION OTHER
SPARE PARTS HAVE BEEN SENT AND PAID FOR WHICH ARE NOT
NEEDED. THOSE PARTS MOST NEEDED ARE GASKETS, PISTONS,
INJECTOR PUMPS, NOZZLES, SPECIALLY FOR DIESELS, WHICH
HAVE INORDINATE WEAR IN THIS AREA.

5. REACTION OF U.S. FIRM TO USDOC APPROACH WILL BE APPRECIATED.

WEST

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 12 jan 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978JIDDA00242
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780017-0879
Format: TEL
From: JIDDA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780172/aaaacjct.tel
Line Count: 63
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 65378be4-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 09 feb 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3789105
Secure: OPEN
Status: NATIVE
Subject: SAUDI FIRM \S AGENCY REPRESENTATION FOR U.S. FIRM JEOPARDIZED.
TAGS: BBSR, BDIS, SA
To: COM
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/65378be4-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014